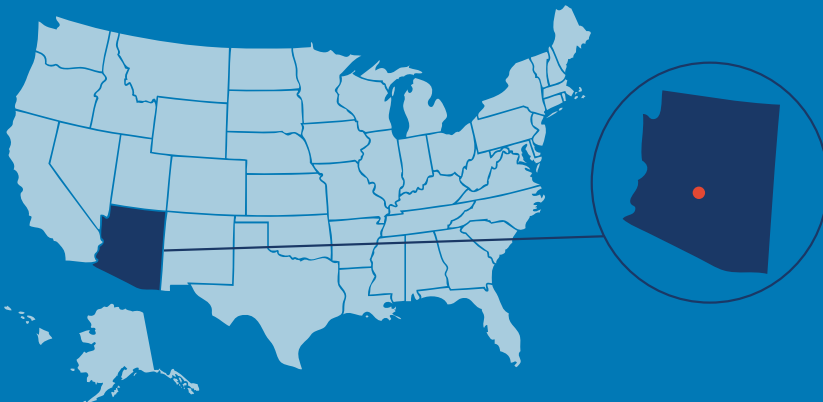
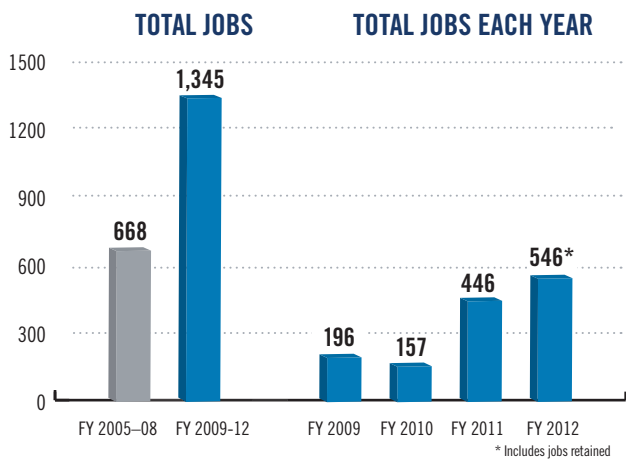


ARIZONA



● Phoenix MBDA Business Center
225 East Osborn Road
Suite 202
Phoenix, AZ 85012

Alika Kumar
602-294-6087
alika@phoenixmbdacenter.com



Construction of new homes in Phoenix, Arizona.

546[†]
FY 2012 JOBS CREATED
AND RETAINED

\$128 MILLION
IN CONTRACTS AND CAPITAL

ARIZONA EXPORTERS^g





	NUMBER OF FIRMS	FIRMS WITH EXPORTS
Minority-Owned	85,227	6.7%
Non-Minority-Owned	372,267	4.8%

TOP DESTINATIONS FOR ARIZONA EXPORTS^h

- Mexico \$6.3 billion
- Canada \$2.2 billion
- China \$1.3 billion
- Japan \$920 million
- UK \$919 million

KEY: = 1 Billion

FY 2012 Arizona Performance At-A-Glance

 Total Awards	\$128,078,228
 Contracts	\$ 53,001,510
 Capital	\$ 75,076,718
 Total Jobs Created and Retained	546

MINORITY BUSINESS COMMUNITY AT-A-GLANCE^A

BUSINESS OWNER	NUMBER OF FIRMS	GROSS RECEIPTS (\$1000S)	AVERAGE GROSS RECEIPTS	PAID EMPLOYEES
African American	10,039	\$ 634,558	63,209	5,441
American Indian & Alaska Native	9,106	830,456	91,199	6,788
Asian American	16,333	4,529,479	277,321	31,339
Native Hawaiian & Pacific Islander	Data not released	Data not released	N/A	Data not released
Hispanic American	52,667	8,004,494	151,983	54,530
All Minority	85,227	14,183,639	166,422	99,176

MBDA CLIENT ASSISTANCE BY SECTOR

	PRIVATE SECTOR	FEDERAL GOVERNMENT	STATE GOVERNMENT	LOCAL GOVERNMENT	NOT DISCLOSED	TOTAL
Dollar Value of Contracts	\$ 12,048,614	\$ 33,564,144	—	\$ 6,575,941	\$ 812,810	\$ 53,001,510
Dollar Value of Capital	17,980,307	57,096,411	—	—	—	\$ 75,076,718
Number of Contracts	60	43	—	7	1	111
Number of Capital Transactions	22	63	—	—	—	85
TOTAL TRANSACTIONS	82	106	—	7	1	196

MBDA CLIENT ASSISTANCE BY INDUSTRY

	NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS		NUMBER OF TRANSACTIONS	VALUE OF TRANSACTIONS
Construction	79	\$ 39,698,814	Retail Trade	4	\$ 186,938
Manufacturing	1	10,750	Services	108	87,746,398
Mining	1	269,650	Wholesale Trade	3	165,679